

## Message Text

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65-61

ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 OES-03 SAJ-01 DOTE-00 CIEP-01

L-02 NIC-01 FAA-00 CIAE-00 DODE-00 INR-07 NSAE-00

PA-01 USIA-06 PRS-01 SP-02 STR-01 MC-02 TRSE-00 /048 W

----- 117964

R 190930Z MAR 75

FM AMEMBASSY MOSCOW

TO SECSTATE WASHDC 8293

INFO USDOC WASHDC

AMEMBASSY STOCKHOLM

CONFIDENTIAL MOSCOW 3675

USDOC FOR BEWT/TDAD

E. O. 11652: XGDS-2

TAGS: ETRD, ETRN, EEWWT, UR, US

SUBJ: SOVIET AIR-TRAFFIC-CONTROL CONTRACT

REF: MOSCOW 3464 (NOTAL)

MOSCOW 2779

1. DURING DISCUSSION WITH COMMERCIAL ATTACHE MARCH 18, SWEDISH EMBASSY COMMOFF EXPRESSED STRONG CONFIDENCE THAT STANSAAB WOULD RECEIVE SOVIET ORDER FOR ATC SYSTEM. IN ADDITION TO ENCOURAGING SIGNALS WHICH STANSAAB REP RECEIVED FROM SOVIETS DURING LATEST ROUND OF TALKS WHICH CONCLUDED MARCH 7, SWEDISH COMMOFF CLAIMED THAT SOVIET DEPUTY MINISTER OF FOREIGN TRADE ALKHIMOV HAD STATED IN A PRESS INTERVIEW DURING HIS RECENT VISIT TO UNITED STATES THAT ATC CONTRACT WOULD GO TO SWEDEN. ACCORDING TO SWEDISH COMMOFF, ALKHIMOV SAID THAT THIS CONTRACT WAS EXAMPLE OF TYPE OF BUSINESS WHICH U.S. FIRMS STOOD GOOD CHANCE OF LOSING DUE TO TERMS OF 1974 TRADE BILL, (COMMENT: EMBASSY HAS SEEN NO REPORT ON REMARKS SUCH AS THOSE ATTRIBUTED TO ALKHIMOV, WHICH SWEDISH COMMOFF SAID HAD BEEN PICKED UP IN SWEDISH PRESS. WE WOULD WELCOME ANY INFORMATION DEPARTMENT CAN PROVIDE ON THIS POINT. END

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COMMENT).

2. REFLECTING VIEW THAT COMPETITION FOR ATC CONTRACT WAS ESSENTIALLY OVER, SWEDISH COMMOFF SAID ONLY REMAINING POINT TO BE SETTLED WAS SOURCE OF RADAR EQUIPMENT. HE NOTED THAT ITALIAN AND FRENCH FIRMS ARE COMPETING FOR THIS ORDER, AND THAT BOTH COMPANIES ARE SLASHING PRICES IN HOPES OF WINNING ORDER. IN SWEDISH VIEW, ITALIAN FIRM SILENIA HAS BEST CHANCE OF OBTAINING BUSINESS. (COMMENT: JUDGING FROM REMARKS OF SWEDISH COMMOFF, THERE WILL IN FACT BE TWO SEPARATE CONTRACTS, ONE FOR THE COMPUTER SYSTEM AND RELATED EQUIPMENT AND THE OTHER FOR THE RADAR EQUIPMENT. STANSAAB HAS INFORMED SOVIETS THAT ITS SYSTEM CAN WORK EQUIALLY WELL WITH THE RADAR EQUIPMENT OFFERED BY THE FRENCH AND ITALIAN COMPANIES. END COMMENT).

3. SWEDISH COMMOFF ADMITTED THAT SWEDISH AUTHORITIES, PARTICULARLY MINISTER OF FOREIGN TRADE, HAD MADE MAJOR PUSH TO WIN THIS CONTRACT. HE COMMENTED, HOWEVER, THAT SWEDISH EFFORT PALED IN COMPARISON WITH PRESSURES WHICH FRENCH BROUGHT TO BEAR IN SUPPORT OF THOMSON-CSF OFFER.

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NNN

## Message Attributes

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**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** EQUIPMENT, STRATEGIC TRADE CONTROLS, AIR TRAFFIC CONTROL, PROPOSALS (BID)  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 19 MAR 1975  
**Decapton Date:** 01 JAN 1960  
**Decapton Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** GolinoFR  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
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**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** SOVIET AIR-TRAFFIC-CONTROL CONTRACT  
**TAGS:** ETRD, ETRN, EEW, UR, US, (SPERRY-UNIVAC)  
**To:** STATE  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006